NAVAIR PROCUREMENT MANAGEMENT TOOL

Presented to:

Naval Aviation Small Business Roundtable

16 February 2012

Presented by:

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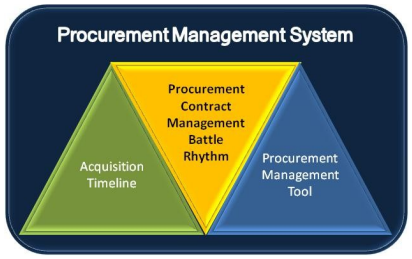
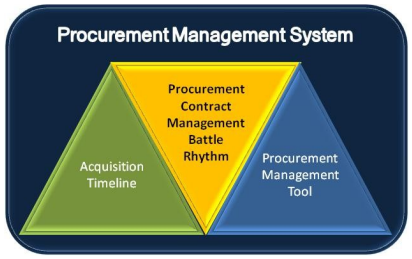


Bottom Line Up Front

- Standardize Acquisition Processes Across The Command
- Establish Common Measuring and Tracking System Across The Command For All Contract Actions
- Train And Standardize Acquisition Processes

Goal – Reduce Acquisition Cycle Time, Reduce Rework, Reduce Learning Curve, Improve Our Business



Problem Statement

- Excessive Acquisition Cycle Time From Requirement to Contract Award

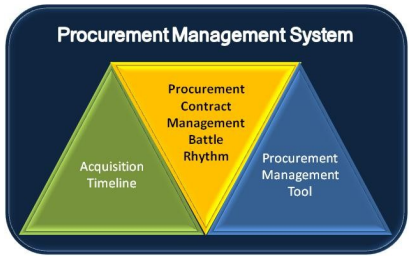
Internal Pressures

- No specific procurement training of incoming workforce (PID package, SOW writing, CDRL development, etc)
- Acquisition Reform
- Move from Crystal City led to loss of experienced workforce
- Compressed workforce hiring environment
- Poorly documented processes
- PMA's developed own processes & tools to fill gap

External Climate

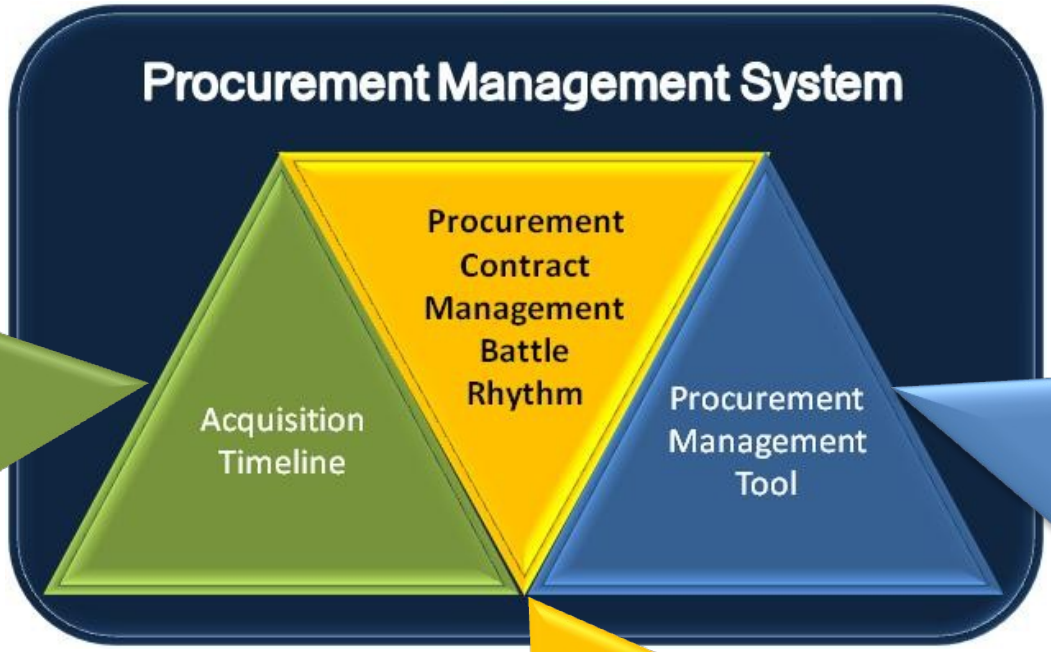
- COCOM's are demanding capability in theatre faster
- "Business as usual is not an option"
- "We must develop a more efficient, experienced workforce by continuous training and using standard acquisition processes and procedures"
- Measuring performance of our processes is key to

LACK OF STANDARD WORK AND INCONSISTENT DATA STANDARDS COUPLED WITH INEXPERIENCED WORKFORCE LED TO REWORK AND CYCLE TIME ISSUES



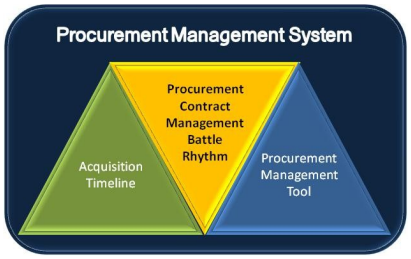
Solution Set

- Standardizes Acquisition Tools and Processes
- Provides a Process Owner/POC From That Supporting Competency
- Provides Standard Training for IPT's
- Provides a



- PID Development / Procurement Tracking
- WIP Mgt
- Standard Reporting
- Portfolio Data View
- Foundation To Build Additional

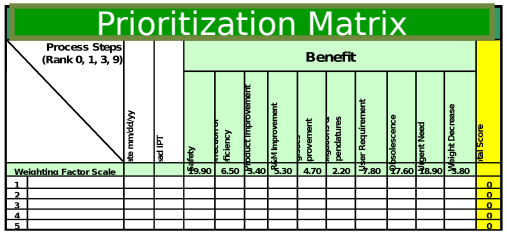
- Prioritize Contracting Workload
- Standardize Work Through the use of the Acquisition Timeline
- Train Processes
- Measure and Develop Program Battle Rhythm

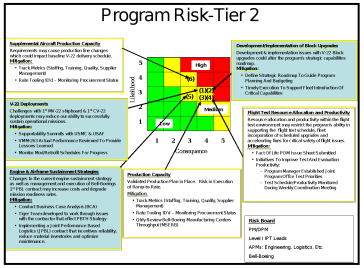


Procurement Process Management System

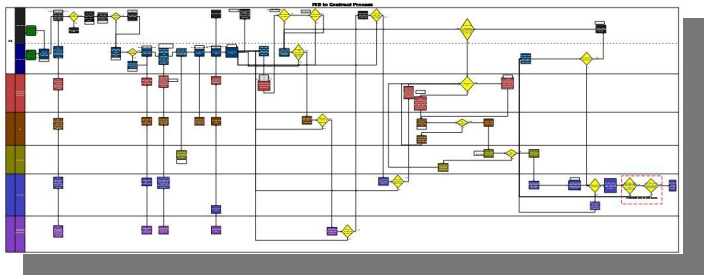
Step 1
Prioritize the work "contract actions" (control the WIP)

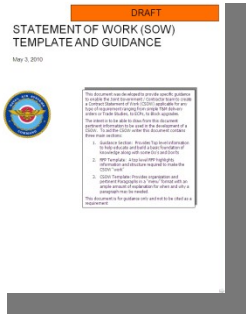
FY 11 Spend Plan

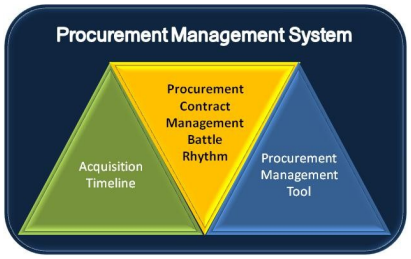




Step 2
Standardize internal acquisition processes (helps reduce variation)

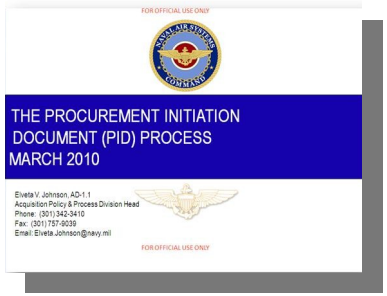




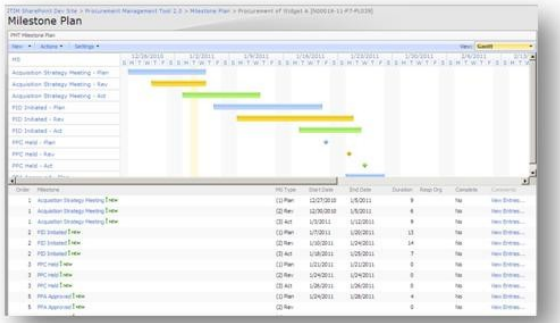


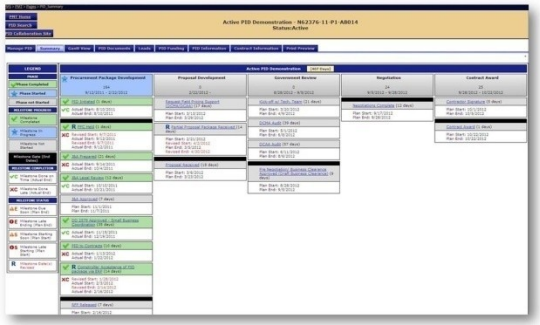
Procurement Process Management System (Cont)

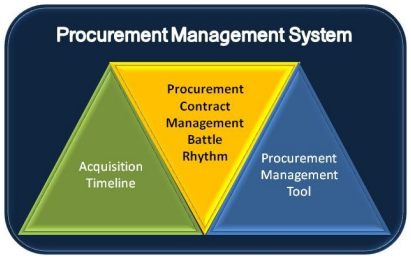
Step 3
Train to those acquisition processes (continually reinforces processes)



Step 4
Hold PPC's (make baseline schedules realistic, publish and Manage to those schedules)



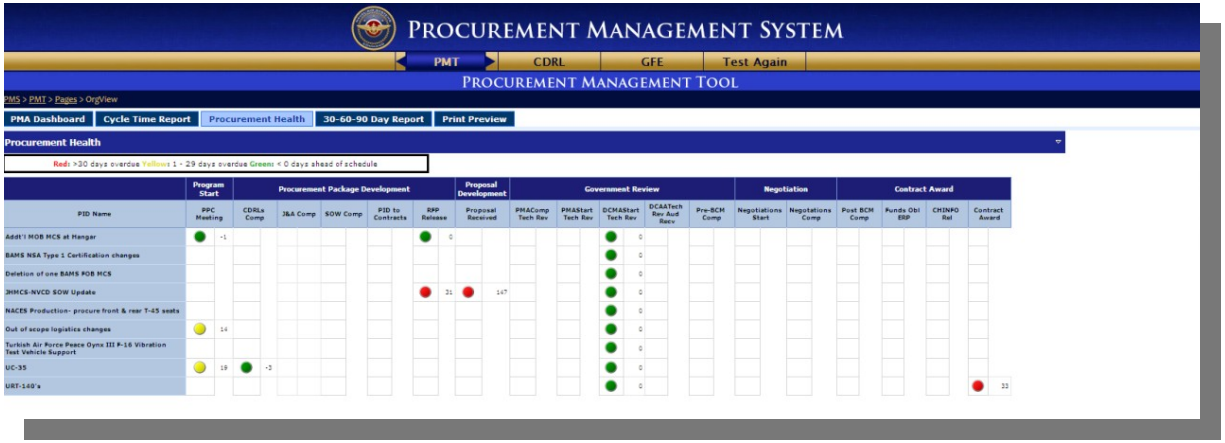




Procurement Process Management System (Cont)

Step 5
Build visual displays (show priority and status)

Procurement Management Tool

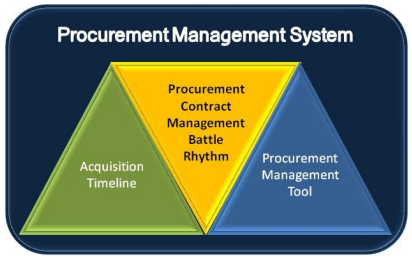


Procurement Management Tool

Step 6
Implement a Program Battle Rhythm:

- Continually review contract action status (daily weekly etc.)
- Communicate with your contractors statuses (Prime)
- Update program prioritization regularly

Accountability Is The Key To Success



Acquisition Timeline

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ACQUISITION TIMELINE

Inside this Community | Home | Edit This Community

Procurement Package Development	Contractor Proposal Development Phase	Government Review Phase	Negotiations / Contract Award Phase	Contractor Award to First Expenditure
• PID • PPC/PPA • Acq Plan • [illegible] • Small Business Office • Market Research • [illegible] • MOPAS • Solicitation • Source Selection Plan • Joint SOW/SOO • MGFEL (GFE) • CDRL's • Navy ERP Data Requirements • DRRB • Configuration Change Review Board • Industrial Security • RFP	• Contractor Proposal Development • Sub-Contractor Proposal • IPT Alpha Involvement with Contractor to Achieve Technical Concurrence	• (ECP) Competency Proposal ePower Review • Govt Tech Eval • CCB • DCMA/DCAA Audits • RFI's • Draft Business Clearance	• Business Clearance • Pricing Certs • Congressional Notification • TINA Req • Terms and Conditions	• Contractor IMS Developed • DFAS

Procurement Management Tool Set

Procurement Management Tool
PMT Change Request
IMS Guidebook
Supplier Mgmt Guide Book
Acquisition Timeline Training

Procurement Process Reference

- Standard Processes
- Reference Material (Policy and Guidance)
- Templates / Tools
- Standard Training

Community Projects | View

Project Name	Status
Acquisition Timeline	0%

Navy Jobs

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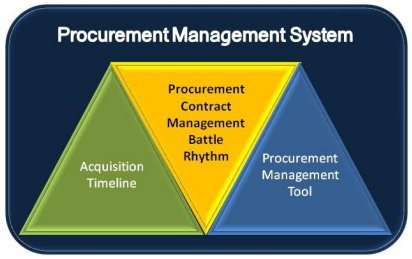
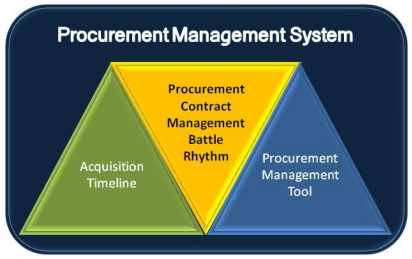


SO WHAT DOES THIS MEAN TO YOU

- ASN RDA Direction For Increase Of Competition
- Break Out Of Work Normally Done By Primes
- Increase Contracting with Small Businesses

/AIR Doing More Business With Small Busines



SUMMARY

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